



Ref. MO 003/2024

February 22, 2024

Subject: Management Discussion and Analysis for the year 2023

Dear: President,

The Stock Exchange of Thailand

Chumporn Palm Oil Industry Public Company Limited would like to report the performance of the Company and its subsidiaries for the Year 2023. The consolidated financial statement had a net profit of Baht 151.23 million, whereas in the same period of previous year had a net profit of Baht 329.48 million. The Company and its subsidiaries had earnings before interest, tax and depreciation and amortization expenses for the Year 2023 amounting Baht 388.41 million, which were decreased by Baht 190.55 million when compared with the same period of previous year. The main factor was the decreasing in the price of Fresh Fruit Bunch and Crude Palm Oil according to the market situation.

Financial Performance Analysis

- 1) The turnover were Baht 5,255.24 million during the Year 2023 decreased Baht 2,425.99 million or 31.58% from the previous year. The main reason was average selling price decreased 29% while decreased in the sales volume 7%
- 2) The cost of sales were Baht 4,676.39 million during the Year 2023 decreased by Baht 2,223.70 million or 32.23% from the previous year due to decrease in the average cost of direct materials. Moreover, the decrease was more than the decrease of selling price which a result in the percentage of gross profit ratio increased from 10.17% to 11.01%.
- 3) The selling expenses were Baht 133.69 million, decreased by Baht 9.08 million or 6.36%. The main reason was freight out decreased due to decrease in the sale volume and the fuel price.
- 4) The administrative expenses were Baht 250.95 million, decreased by Baht 18.19 million or 6.76%. The main reason was decreased in personal expenses.

Please be informed accordingly.

Yours sincerely,

(Ratsamee Pongjindanon)

Chief Financial Officer